



सिद्धिमूलं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE

# PLACEMENT REPORT 2019-20

EXECUTIVE POSTGRADUATE PROGRAM IN MANAGEMENT (EPGP) | IIM INDORE

## Introduction –

Executive Post Graduate Program in Management (EPGP) is an intensive one-year full-time residential program of IIM Indore. The program is specially designed for executives, with a minimum work experience of 5 years, to enhance knowledge, skills, and business capabilities essential for managing and leading organizations. The program design is to prepare candidates with substantial work experience for transformational leadership roles in the industry. IIM Indore, the second business school in India, has a rare honour of triple accreditation i.e. AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS (EFMD Quality Improvement System) from eminent international accreditation agencies.

The program is spread over five academic terms in IIM Indore campus and one International Immersion module at one of the top-ranking international university. The pedagogy is a judicious mix of lectures, case discussions, project work, term papers, role-play, seminar presentations, assignments, management games, and simulations. The first three terms (mostly composed of core courses) focus on laying the foundation for the specialization through a bundle of electives offered in the other terms. An international module provides an opportunity to develop an understanding of the global business environment and an ability to operate in a multicultural environment. The last two terms are mostly electives and offer experiential learning. After successful completion of the one-year Executive Post Graduate Program in Management (EPGP), the candidate will receive a degree in Master of Business Administration.

The EPGP 2020 batch has completed its international immersion module held from 09 September 2019 to 05 October 2019 titled “Advanced Leadership Program” at SDA Bocconi, Milan, Italy. SDA Bocconi School of Management is ranked among the finest universities and business schools in Europe and consistently features as one of the top-ranking business schools in the world.

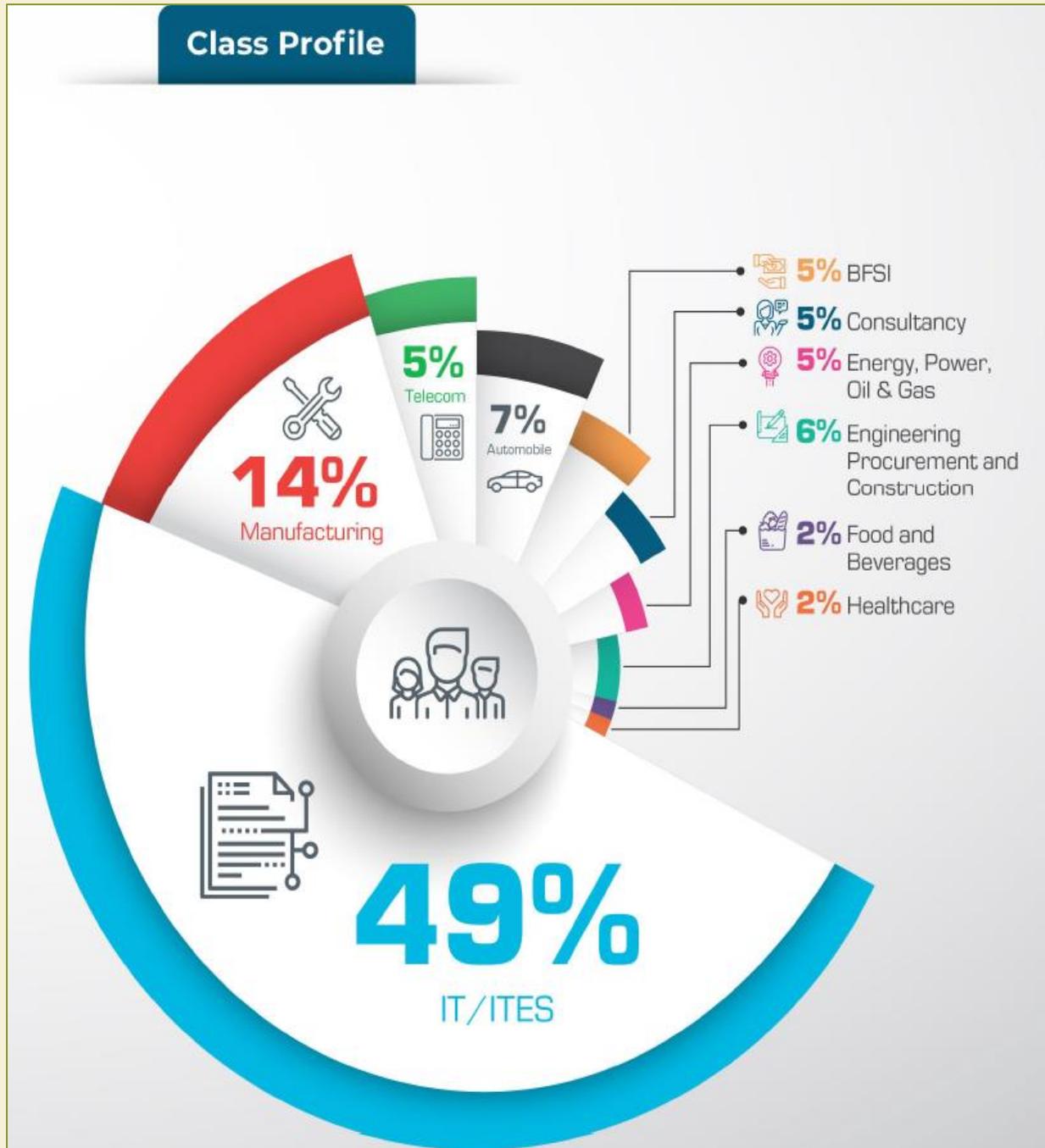
Admission to the program at IIM Indore is granted to candidates with a competitive GMAT score, a holistic personality with a mix of extra-curricular & academic achievements, and a desire to transform themselves into the business leaders of tomorrow.

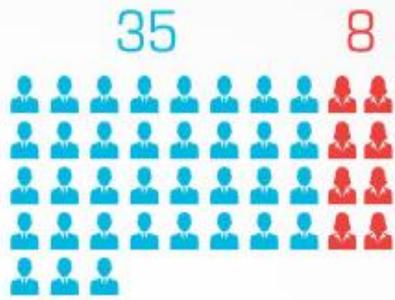
The EPGP 2020 cohort is mix bunch, candidates from pan-India and with varied professional experiences make the class a melting pot of learning. This learning gives the cohort exposure to opinions that are distinct, leading to creative solutions and thoughtful discussions.

In all, the EPGP from IIM Indore provides a strong foundation to professionals who are highly motivated, eager to learn, unlearn and relearn, can adapt to uncertainty, ambiguity, and complexity. The EPGP hones the leadership qualities of a professional to make him or her stand out from the crowd. The rigorous study environment inculcates a habit of discipline and hard codes decision-making methodology. The case study-based teaching methodology combines the best of both the worlds, the theoretical and the practical applications.

Cohort 2019-20 –

The 11th EPGP batch constitutes of 43 professional representing almost all sectors of the economy i.e. IT/ITES, Energy, Power, Oil & Gas, Engineering Procurement & Construction, Automotive, Healthcare, Consultancy, Manufacturing, Steel, Food & Beverages, Telecom and BFSI. The candidates have functional experience in operations, finance, business development, information technology, supply chain, project management, product development and consulting.





GENDER DIVERSITY

7 Years  
10 Months

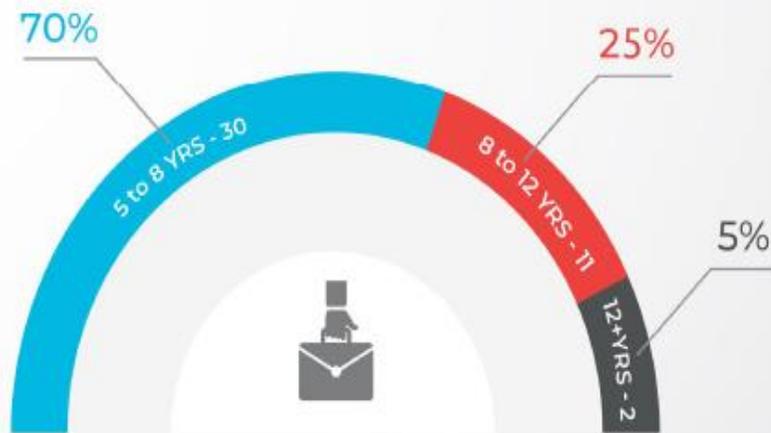


AVERAGE WORK EXPERIENCE

31.3



AVERAGE AGE (IN YRS)



EXPERIENCE DISTRIBUTION

593 Months



TOTAL INTERNATIONAL EXPERIENCE

### Placement Information –

The process of placement started after the cohort arrived back to the IIM Indore campus from a successful, enriching international immersion at the SDA Bocconi School of Management, Milan, Italy and ended in May'20.

The participants were offered roles in Sales & Marketing, Consulting, Project Management, Business Advisory, Quality Control, IT Security, Business Development and Banking domain.

The placement season also saw a special interest from the recruiters to hire candidates for upcoming technologies such as Blockchain, Artificial Intelligence, IOT, Industry 4.0 and Data Analytics.

### Roles offered –

- Territory Business Head
- Analyst
- CML Manager
- Manager
- Quality Assurance Manager
- Manager - IT Security
- Associate Manager - D&A
- Enterprise Software BI Lead
- Senior Consultant
- Consultant
- Assistant Consultant
- Associate Project Manager
- Associate Manager
- Associate Manager – Cloud
- Associate Manager – Avanade
- Enterprise Architect

### Recruiters –

This year we saw a diverse group of recruiters participating in the process from all the sectors. Even though the majority of interest was from the Information Technology Sector, other sectors such as Banking and Finance, Education, Marketing, Consulting, Power, Aviation and Construction too showed an uptick. Notable education company in India FIITJEE also participated in the process.

More than 70 companies communicated their interest and more than 50 ended up floating an opportunity or finally recruiting.

### Participant –

Participant Information	Number
Total participants	43
Participants on sabbatical/company sponsored	8
Participants opting for campus placements	37
Roles offered on campus	30
Roles offered off-campus/Opting out of campus placements	7

Pay scale statistics	Incoming (Rs. Lakhs)	Outgoing (Rs. Lakhs)
Average salary per annum	11.25	24.10
Median salary per annum	9.30	18.98

Detailed Placement Statistics –

Placement Statistics	Salary Per Annum (Rs. Lakhs)
Average	24.10
Median	18.98
Maximum	80
Minimum	12

Broad Hiring Roles	Number
Information Technology – Enterprise Architecture, Project Management, Quality Assurance, Security, Business Analysis	17
Domain Consulting – Hi-Tech, Finance, Discrete	9
Core – Product Marketing, Business Development, Sales & Marketing	4

Employment Statistics –

New Recruiters  
Added



25

Improvement  
In Maximum CTC



153%

Improvement  
In Average Pay (YOY)



17%

Average Increase  
In Pay Post EPGP



114%

Median Increase  
In Pay Post EPGP



104%

Secured Offer Within  
the Course Duration



90%

Appreciation from the Industry –

*“We would like to extend our gratitude to IIM Indore and especially to the placement committee for the smooth conduct of the interview process. This is the first time we recruited for various positions from premier B-schools. We hired 2 candidates from 2020 batch, and look forward to having more such candidates from IIM Indore. In the foresight, we envision an enduring experience and a commendable journey for these candidates in FIITJEE.”*

- Bhaskar Sen, Vice President - HR, FIITJEE

*“Greetings from Tata Consultancy Services Limited! Thank you for a well-coordinated experience. The hiring drive at IIM Indore for EPGP batch was a success, which couldn't have been possible without due support from the training and placement team of IIM Indore.”*

- Latika Dhiman, Corporate Campus Recruitment, TCS

*“IIM Indore has always been our first choice for executive recruitment. We look for leaders with strong future potential to grow and lead our business and we consider the IIMI EPGP program among the best in the country that provide highly talented next-generation leaders for the industry. We are extremely satisfied with the year's recruitment for our management & leadership program and the candidates had the right mix of industry exposure, analytical capabilities and business acumen.”*

- Arun TP, Vice President – Strategy, CyberTech

Sampling of Corporate Recruiting Partners –

Accenture Strategy	Google	Morgan Stanley
Accenture Technology	Honeywell	Nissan Digital
Accenture Operations	HSBC	Online Sales
Afcons	ICICI	Oyo Rooms
African Industries	Infosys Consulting	PWC
Agarwal Packers & Movers	Infosys Domain Consulting	Shell
Amazon	Innoviti Payment Solutions	Shapoorji Pallonji
Atos Syntel	IQVIA	SKP Group
Care Ratings	ITC Infotech	Stanplus
Cognizant	Jakson Group	Stryker
Crompton Greaves	JP Morgan Chase	Tata Consultancy Services
Cummins	KPMG	Tech Mahindra
Cybertech	Larsen & Toubro	Tracxn
Decimal Technologies	L&T Infotech	Vector Consulting
Dell Consulting	Luminous – Schneider Electric	Virtusa
Elastic Run	MAQ Software	Volvo Eicher
FIITJEE	Merkle Sokrati	Wadhvani Foundation
Genpact	Microsoft	Wolters Kluwer

Placement Committee 2019-20 –

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